

31 January 2013

Ms T Brufal
Deputy Director, Tobacco and Responsibility Deal
Department of Health
Wellington House
133-155 Waterloo Road
London SE1 8UG

Dear Tabitha

ACS' Commercial Relationship with Tobacco Manufacturing Organisations

Given our continued engagement with you and your colleagues on matters relation to tobacco control policy, and our commitment to maintaining an open and honest dialogue, I felt it would be useful to again set out clearly the commercial relationship between our organisation and tobacco manufacturers.

Please consider this letter to be an update on the position as set out to you on 28 February 2012, and in our letter to Stephen Williams MP, Chairman of the All Party Parliamentary Group on Smoking and Health, sent on 22nd February 2011. Those letters remain available on our website and I intend to publish this letter as well.

- ACS has a Premier Club offer open to suppliers to our sector, and for which fees are £23,550 (2013 rate). We currently have 44 suppliers that take advantage of this commercial package, 4 of which are tobacco manufacturers. Specifically, these are Imperial Tobacco Limited, Japan Tobacco International, British American Tobacco and Phillip Morris International. It may be of interest to know that given around 20% of sales in the convenience sector are from tobacco; our representation of tobacco manufacturers in Premier Club is 9% - a significant under representation.
- Premier Club suppliers receive a package of networking opportunities, information about our industry sector, and one page of advertising per annum in our newsletter; it explicitly does not entitle them to decision making authority over ACS policy positions. These policy decisions are overseen by the ACS Government Relations and Campaigns Committee and, ultimately, the ACS Management Board. Full member details of these committees are available on the ACS website.
- We receive no funding or financial support from any tobacco manufacturer or the Tobacco Manufacturers Association (TMA) for our campaigning or Government relations work.

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- Supplier organisations can sponsor ACS events and this is an opportunity that has been taken by the tobacco manufacturers.
 - JTI have in the past few years sponsored our Forecourt Seminar – an event to discuss issues related to convenience retailing on the forecourt – at a cost of £10,000 for each event.
- ACS' Annual Conference is produced in partnership with the National Convenience Show. ACS receives a guaranteed income from the organisers of this show, William Reed Business Media (WRBM). WRBM are responsible for selling sponsorship of this event. One of the sponsors this year is Japan Tobacco International, and the terms of this sponsorship are a matter for them and WRBM.
- We receive no further funding from tobacco manufacturers for publications or advertising at events.

For completeness, I would also like to make clear that ACS is a founder and I am a Director of CitizenCard, the largest national proof of age scheme in the UK. The TMA are also founders and Board members of CitizenCard and have provided funding to support the scheme.

Our aim in this letter has been to comprehensively and openly set out our relationship with tobacco manufacturers, and we are sharing matters of commercial confidence as an act of good faith. We will copy this letter to colleagues in Action on Smoking and Health and to the Chairman of the All Party Parliamentary Group on Smoking and Health.

Yours Sincerely



James Lowman
Chief Executive

cc. Deborah Arnott, Chief Executive, ASH
Steven Williams, Chair, APPG on Smoking and Health